



SOURCEBYNET

D.I.Y – Divisional Manager

Company

Headquartered in Singapore, Sourcebynet is a leading procurement firm of decorative construction materials, selling ceramic tiles, mosaics, tools and general D.I.Y. merchandise to some of the world's largest retailers, importers and distributors worldwide.

Offering a tried and tested product range, Sourcebynet has grown from concept to being a leading provider of products and services to some of the world's largest retailers and importers.

Our existing product portfolio, continuous product development and purchasing network offer limitless potential for future growth.

Position

There is now an opportunity for an executive to join this global leader. Managing a sales force with an existing portfolio of clients, you will be required to ensure that all customer needs are met and accounts are developed to their full potential. You will also be required to expand market share globally through the acquisition of new customers and sales channels.

Candidate

This is a largely autonomous position with direct P&L responsibility.

You will ideally have:

- A proven track record in meeting and exceeding set sales targets
- Demonstrated sales / account management experience gained within a similar industry
- Highly developed communication skills
- As a respected and credible market professional you will leverage off your technical knowledge, business and commercial acumen, as well as the company's breadth of offering and reputation to identify new business opportunities and further develop strong, long lasting relationships with the client.
- Superior Negotiation skills and strategic sourcing experience, including global sourcing
- Comprehensive understanding of manufacturing processes
- Demonstrated management experience

You will be expected to make a major impact on business performance and profitability.

You will work closely with dedicated teams of purchasing, logistics and quality assurance personnel located in all the relevant building materials production areas across Asia and take full responsibility for training those personnel to upgrade their skills.

Extensive International travel required.

Must be self-motivated and goals orientated

You will be rewarded with an executive salary package including an excellent base, and bonus scheme.

Position may be located in Singapore, Shanghai or Europe.